

## University of Groningen

### The impact of individual differences on network relations

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# Appendix C

## Instructions Experiment Chapter 5

Welcome. You are going to participate in an economic experiment. Please read carefully the following instructions. If you have any question, please rise up your hand and one of the experimenters will answer your question personally. During the experiment you are not allowed to communicate with other participants, neither to use your cellphone, nor to use the computer for anything else but to participate in the experiment.

In this experiment you will earn points, which will be exchanged into euros. The number of points you earn depends on your choices and the choices of the other participants.

You will participate in this experiment for 25 rounds. The first 5 rounds are trial rounds. At the beginning of the experiment all the participants are randomly divided into groups of 15 people, each person identified with a number from 1 to 15 (that is 1,2,3,...,15). The computer will randomly assign a symbol to each participant: *circle* or *square*. The symbol for each participant will be kept constant along the entire experiment, but the group composition and the numbers will change randomly in each round. All participants will be informed about the number and symbol assigned to each and every member in their group, but they will not be informed of their identity.

In each round you will make 2 decisions, and every round consists of 4 parts:

1. You choose, from the 14 remaining members in your group, whom you want to propose a connection to.
2. You will be informed of the connection proposals all members in your group make to you and to others. A connection is formed between two participants if both have proposed a connection to each other.
3. You will choose an action: up or down.
4. You will be informed of action chosen by all members of your group and of the points you have earned in that round.

Your decisions, connection proposal and action, as well as the decisions of the other participants in your group, will determine the total number of points you can earn in each round. **Each**

**connection proposal, even if it is not formed, costs 2 points.** You will receive points for each participant you are connected to who chooses the same action you choose. The number of points you earn depends on the action that is chosen and on your symbol:

You are **circle**:

- If you choose **up** you get **6 points for each** coordination with your connections.
- If you choose **down** you get **4 points for each** coordination with your connections.

You are **square**:

- If you choose down you get 6 points for each coordination with your connections.
- If you choose up you get 4 points for each coordination with your connections.

The detailed instructions for each part of the experiment together with some examples are presented as follows (keep in mind the numbers of each participant, their symbol, the connections formed and the actions chosen are only examples and need not occur in this same way along the experiment):

### **Beginning of a round:**

At the beginning of each round you will be informed of your number and symbol, as well as the numbers and symbols of all other participants in your group. Your symbol will be the same along the entire experiment, but your number and the composition of your group will change.

### **Part 1- Proposals:**

The first decision you make is whom in your group you want to propose a connection to. To propose a connection you check the box next to the number of a participant on the list at the right hand side. In the example in Figure C.1, connections are proposed to participants 14 and 15.

### **Part 2- Connections:**

Once all the participants have proposed the connections they want to form you will see the network of connections that results. A connection is formed when two participants propose to each other. You will see your connections highlighted in green, and on the table next to it you will also see a Green highlight on the row corresponding to the proposals you have made and on the column corresponding to the proposals you have received.

In the example in Figure C.2 you are participant **4**. You have proposed connections to the following participants:

- Participants with symbol circle: **2,3,5,8**, and 11
- Participants with symbol square: **13** and **15**

You have been proposed a connection from participants 1, **3**, 6, **8**, 9, 10, 12, **13** and **15**. Therefore, you have a connection with 3, 8, 13 and 15, which are the participants to whom you proposed a connection and who also proposed a connection to you. That is, the final connections are the intersection between the proposals made and received.

### Part 3- Action:

Once the network of connections is formed, in the next part you will choose an action, *up* or *down*. You will be able to see the formed network, but on the table on the right hand side you will only see the connections formed between the participants. Remember that the points you can earn are:

If you are a **circle**:

- 6 points for each coordination in *up*
- 4 points for each coordination in *down*

If you are a **square**:

- 6 points for each coordination in *down*
- 4 points for each coordination in *up*

### Part 4- Summary:

In the last part you will see a screen summarizing what happened in the current round: the proposals you made, the proposals made to you, the action chosen by every participant, whether you coordinated or not, and the points you earned from the interaction with each one of them.

In the example in Figure C.3 you are participant **15**, your symbol is *square*, and you have chosen action *down*. Let's observe in detail you interaction with some of the participants:

- With **2**: You proposed and connection and 2 proposed a connection to you, and you have coordinated in the action you chose. You win:  $6 - (\text{cost of the proposal}) = 6 - 2 = 4$  points
- With **6**: There is a connection formed by you did not coordinated. You earn no points but pay the cost of the proposal (-2 points)
- With **12**: You proposed a connection but 12 did not propose to you. You pay the cost of the proposal (-2 points)
- With **14**: You did not propose a connection but 14 proposed a connection to you. 14 pays the cost of proposing a connection but you do not pay.
- With **15**: You always coordinate with "yourself"

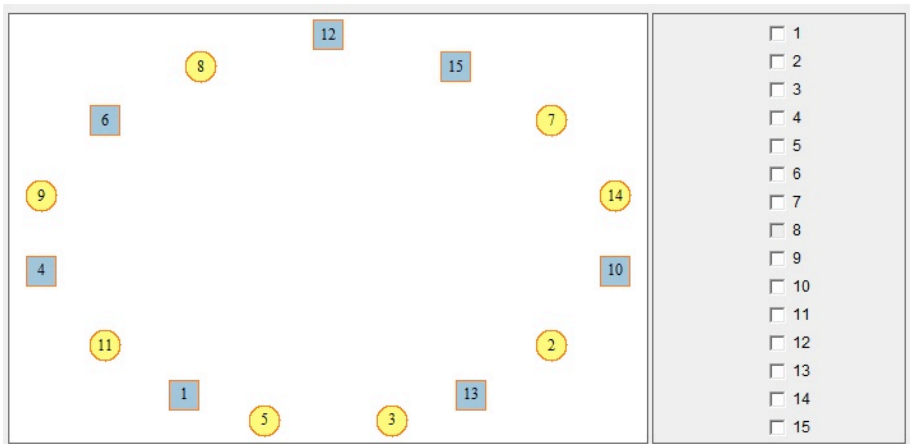


Figure C.1: Screen - Proposals

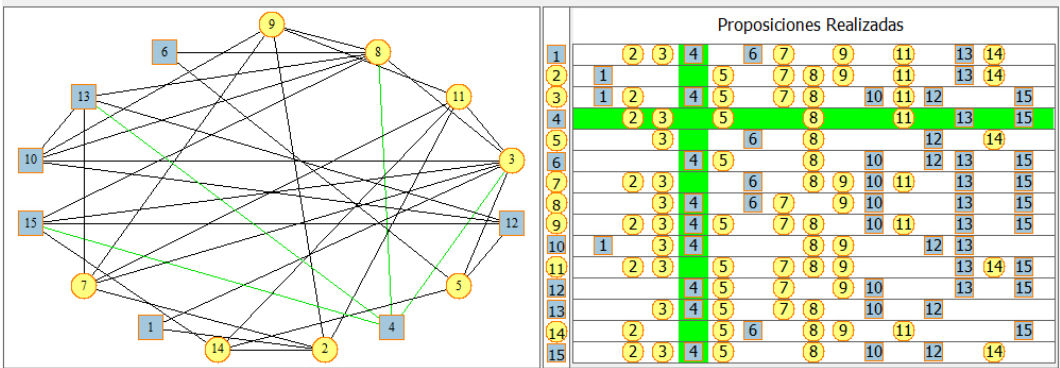


Figure C.2: Screen - Connections

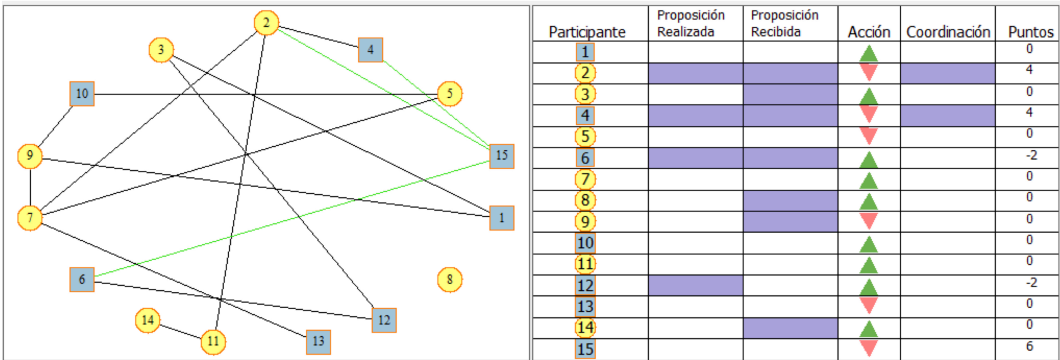


Figure C.3: Screen - Summary